LEGAL PRACTICE MANAGEMENT SOLUTION SERIES # 3

MANAGING COLLECTIONS

So we work hard, capture our time and bill our clients. Which clients we worked hard to attract in the first place.

Client is happy, result is achieved, be it a property transfer, agreements for his new business contract, or a dispute fairly settled. When does he settle his bill? Does he feel that he was overcharged or is he unable to pay the whole bill and feels embarrassed to admit this?

Or, he knows you're doing a good job, but is literally petrified of receiving the bill, knowing he needs the work done, but not really aware of how much billable effort has been required to achieve the results so far.

PROBLEM

Your accounting or support staff can only do so much to collect on outstanding invoices.

Unfortunately, the sad reality is that you own the relationship with the client and for those clients that are slow payers you need to be on their case to collect their outstanding bills.

The only problem is, you only know at month end, and then have to write to them or call them to bring their account up to date.

SOLUTION

Working with Drive Practice you can have multiple tabs open at a time. So next time you're on a call or consult with a client to update them on their matter, cast your eye over their matter or client record and you can discuss with them their outstanding invoices, whether they can be settled from your trust account if there is any money in trust for the matter, and what the current unbilled work in progress is sitting at.

Knowledge is power, relationships thrive on honesty and transparency and Drive Practice puts this information at your fingertips anywhere, any time.

More than billing software, Drive Revenue is a practice management platform that will transform your legal practice – contact us now for a free demo on info@driverevenue.net